

in business practice. This is true because the possible fields of activity which students will eventually follow are too varied to be covered and especially because business action is governed by circumstance and only experience will teach how to recognize and how to deal with a situation. The advantage of the college graduate is that he starts with a background into which to fit his experience as it accumulates. He, therefore, learns faster and advanced more quickly. He is essentially more promising executive material and begins to reap reward for his educational investment from five to ten years after graduation.

Section 10.

The  
Objective is  
Attained by:

1. Inculcating the necessary point of view in the student.
2. By habituating the student to hard work requiring long hours and high standards of performance.
3. By teaching him to measure his work by results rather than by academic grades—a requirement calling for special treatment that only a business-trained instructor can properly give.
4. By training the student to analyze business problems and to reach reasoned decisions on the basis of his analysis; it is a process which develops the important quality of judgment.
5. By developing in the student a quality of "Business sense".
6. By bringing him into contact with business and business men. The more the instructor can do this the more successful he will be.

NEEDS OF THE DEPARTMENT

Section 11.

Relation to  
Other Arts  
Departments

Foremost, the Commercial Department needs the sympathetic co-operation of the other Arts Departments whose personnel should realize that they have definite responsibilities towards the common attainment of an educated commerce student. Commercial subjects when properly taught on the inductive system are extremely developmental of the mind and this is a truth which all will learn to concede. Once the Arts personnel realizes that the new education is firmly founded in traditional education, the give and take concessions necessary to the establishment of the new courses are easy to obtain. It takes time to bring about, but it can be done and has been done successfully.

On the other hand, there are definite responsibilities on the commercial personnel to concede to the established departments. The danger of the commercial department adopting a selfish attitude is real and the danger increases as the department grows in strength and influence. This tendency must be guarded against, and everything depends upon the personal attributes of the department head.

Section 12.

Relation to  
Department of  
Economics

Business science is founded on the science of Economics. The two Departments, therefore, should be made corollary to one another. It is largely a matter of personal sympathy and tact. Success, however, means solidity in the Department of Commerce, and an enlarged scope for the Department of Economics. It is not necessary to enlarge on this point as it has been covered in previous correspondence.